

DEPARTMENT OF NATURAL RESOURCES
AND ENVIRONMENTAL CONTROL
DIVISION OF PARKS AND RECREATION

FOOD CONCESSION
AT
FENWICK ISLAND STATE PARK

PROPOSAL QUESTIONS AND ANSWERS

QUESTION: Are vending machines permitted inside the concession?

RESPONSE: No, a vending machine is not permitted inside the concession. There is a vending machine located outside on the deck of the bathhouse.

QUESTION: Can the leftover equipment in the facility be purchased from the previous operator?

RESPONSE: Yes, the new operator will be responsible for contacting the previous operator to negotiate the purchase and arrange delivery.

QUESTION: What utility companies service the Fenwick food concession?

RESPONSE: Delmarva Power provides electricity and Sharp supplies gas.

QUESTION: What receptacle(s) does the operator have available for trash disposal?

RESPONSE: Trash must be deposited in trash cans inside the food concession. There is no dumpster and there are no trash cans allowed on the deck of the bathhouse. The concessionaire is responsible for disposing trash in a dumpster located at the Boat Rental operation located across from the entrance to the park. The Division has a Carry In Carry Out policy in effect.

QUESTION: Can you provide a sample menu with pricing for this food concession?

RESPONSE: A menu is not available.

QUESTION: Please provide the total reported revenue from the Fenwick Island State Park concession operation for each of the past three seasons (2012, 2011, & 2010).

RESPONSE: Please see attached.

QUESTION: Please provide the total commission revenue received by DNREC from the Fenwick Island State Park concession operation for each of the past three seasons (2012, 2011, & 2010).

RESPONSE: Please see attached.

QUESTION: Please provide the total number of visitors to Fenwick Island State Park for each of the past three seasons (2012, 2011, & 2010) between Memorial Day weekend and Labor Day weekend (inclusive). If the exact attendance figure is unknown, an estimated amount based upon parking lot revenue or vehicle count would suffice.

RESPONSE: Please see attached.

QUESTION: In reference to the metric used to answer Question #3, how does Fenwick Island State Park's attendance/popularity/# of visitors compare to the two similar Delaware Seashore State Park operations at the Indian River Inlet and at Towers Road?

RESPONSE: Visitor attendance for Towers Road and the Southeast Day Area at Delaware Seashore State Park are not available. Attendance figures are not separated by park location.

QUESTION: The RFP outlines FOUR criteria that will be used in the evaluation process. Will the scores of all bidders, including the four criteria subtotals, be made available after the bid is awarded?

RESPONSE: The scores of all bidders is not part of the award notification.

QUESTION: Are healthy snack vending machines permitted in the alcove of the doorway?

RESPONSE: Please refer to the answer to question one.

QUESTION: Is Coca-Cola products permitted in the vending machines and on the counter?

RESPONSE: The Concessionaire may serve the beverage product of their choice. A self serve machine is permitted inside the concession building. As indicated in a previous question, vending machines will be permitted.

QUESTION: Is the Division performing the background check or does the new operator have to take the form and travel to Dover to have the process started now?

RESPONSE: The Division performs the background and credit check after it has been completed by the prospective vendor as part of the bid proposal.

QUESTION: The Point system for matters of BID one of them said 25 points for percentage of Gross receipts exactly what does that mean and how do you get those points? Is it strictly you get the points because you offer a percentage no matter what that is or you receive a portion of the 25 points depending on how much of the % you bid against other people?

RESPONSE: The percentage of gross is negotiated with the vendor awarded the contract. For purposes of the bid and the weight given to the percentage; the bid should reflect an good faith proposal of the percentage estimate.

QUESTION: Attachment 8 does not have to be done if we give you \$2,500.00 up front in certified check form correct? But we do not have to give the \$2,500.00 at this time if we have Attachment 8 completed and notarized that you will receive it later Right??

RESPONSE: Correct

QUESTION: Business references can be our clients that we have used over and over correct? As well as vendors?

RESPONSE: Yes, business references can be clients and vendors you have used in the operation of your business.

QUESTION: "No Proposal Reply Form" only gets turned in to the one you do not wish to do a proposal? And how do we get that to you by mail like you have listed for bid? And you do not need that prior do you the day of the bid is good enough?

RESPONSE: The No Proposal Reply Form is only submitted if you do not wish to submit a proposal and is due to the Division no later than 3:00 p.m. on January 17, 2013.

QUESTION: Updated equipment list for Fenwick Island food concession.

RESPONSE: The updated equipment list for the Fenwick Island food concession is the following:

- Foster Work top refrigerator
- 40 Gal. propane gas-fired hot water heater
- Hand wash sink
- Hodges wire shelving unit with 3 shelves
- (2) Wire shelving units with 4 shelves
- Stainless steel cabinet, 48" x 24"
- Stainless steel cabinet with 3 shelves

The following equipment has been discarded due to poor condition:

- Gold Metal Popcorn Maker
- (6) Metal napkin holders
- Maple top work table
- Kelvinator chest freezer (large)

QUESTION: Are we allowed to bring our proposals to Dover to your department in person SEALED as the way they are supposed to be prior to the deadline date and time?

RESPONSE: Yes, prospective bidders are permitted to drop their bid proposal in person SEALED to the Division of Parks & Recreation, 89 Kings Highway, Dover, DE 19901.

QUESTION: Who is going to hold the health permit?

RESPONSE: The new operator will hold the health permit for the Fenwick Island food concession.

QUESTION: Can we just change ownership of the health permit and transfer it?

RESPONSE: The vendor must obtain health permit for the snack food operation for their operation.

QUESTION: Should we buy gas equipment or electric?

RESPONSE: The facility is set up for gas equipment.

QUESTION: What is the maximum power of all equipment connected?

RESPONSE: 120 electric service is available.

QUESTION: Are all sinks and other equipment NSF approved?

RESPONSE: The sinks and other equipment will be updated if needed to meet public health standards.

QUESTION: Do all fixtures and equipment meet Health Department requirements to get a health permit?

RESPONSE: All equipment provided will be in compliance with public health regulations.